

Message Text

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PAGE 01 LIMA 11170 102301Z

11

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 102145Z DEC 76

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 2973

INFO USDOC WASHDC

UNCLAS LIMA 11170

EO 11652: NA

TAGS: BBSR, BEXP, PE

SUBJ: CONTRACTING WTDR REQUIREMENTS

REF: STATE A-5327

FOLLOWING IS LIMA RESPONSE TO QUESTIONS CONTAINED PARA 5 REPAIR:

A. DUN & BRADSTREET - LEADING CREDIT AND FINANCIAL RATING
FIRM. POST COMMENCED CONTRACTUAL ARRANGEMENTS ON
OCTOBER 21, 1975.

B. UNIT PRICE PER REPORT WHEN CONTRACT BEGAN WAS US\$15.
DUE TO DEVALUATION, EMBASSY CURRENTLY PAYING APPROXIMATELY
\$12 PER REPORT. POST IS CHARGED DOUBLE FOR REPORTS ON
FIRMS LOCATED OUTSIDE GREATER LIMA AREA.

C. *6 1976 (10/21/75-9/30/76): 208 REPORTS.
FY 1977 ESTIMATED: 250 REPORTS.

D. 100 PERCENT AS OF DATE CONTRACT BEGAN.

E. CONTRACTOR'S REPORTS NORMALLY COVER:
--COMPLETE NAME, ADDRESS, PHONE, CALBE, TELEX
--NAMES OF PRINCIPAL SHAREHOLDERS, INCLUDING PERCENTAGE
OF SHARES HELD
--INFORMATION ON PRINCIPAL SHAREHOLDERS BUSINESS EXPERIENCE
--RECORD OF FIRM'S LEGAL REGISTRATION
--ANNUAL SALES VOLUME, AUTHORIZED AND PAID-IN CAPITAL, CURRENT
ASSETS, WORKING CAPITAL, PERSONNEL, DATE ESTABLISHED, AND
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UNCLASSIFIED

PAGE 02 LIMA 11170 102301Z

WHEN AVAILABLE COMPLETE BALANCE SHEET AND CASHFLOW FIGURES.

--DESCRIPTION OF FIRM'S MAIN ACTIVITIES, LISTING PRODUCTS
--INSURANCE POLICIES
--CREDIT WORTHINESS
--REPORT FROM BANKS, MAIN SUPPLIERS
--DESCRIPTION OF FIRM'S PHYSICAL PLANT, INCLUDING PRODUCTION
CAPACITY
--SALES AREA
--PAYMENT TERMS

F. POST STOPPED SENDING EMBASSY QUESTIONNAIRES WHEN CONTRACT
SIGNED WITH DUN & BRADSTREET. WE REINSTATED USE OF
QUESTIONNAIRES LAST MONTH IN ORDER TO VERIFY INFORMATION
PROVIDED BY CONTRACTOR. OTHER SOURCES CONSULTED DIRECTLY BY
POST ARE BANKS, TRADE ASSOCIATIONS, CHAMBERS OF COMMERCE,
KNOWLEDGEABLE BUSINESS CONTACTS, CLIPPINGS FROM NEWSPAPERS,
MAGAZINES AND OTHER PUBLICATIONS.

G. D&B REPORTS ARE SUBMITTED IN SPANISH.

H. CONTRACTOR DOES NOT TYPE ANY PART OF REPORT IN FINAL FORM.

I. CONTRACTOR DOES NOT FURNISH SIC CODING. THIS FUNCTION
PERFORMED BY FSL PROFESSIONAL. AN AVERAGE 0.5 MAN/HOURS
REQUIRED PER REPORT.

J. CONTRACTOR SEEKS INFORMATION IN ITS OWN NAME. EMBASSY'S
INTEREST IS NOT REVEALED TO FIRMS INTERVIEWED.

K. CONTRACTOR HAS NO ACCESS TO COMPLETED WTDRS. HOWEVER, MUCH
OF INFORMATION PROVIDED TO EMBASSY IS SOLD BY CONTRACTOR TO
OTHER CLIENTS.

L. 20; 10; 30

M. CONTRACTING FSO FSL-PROFESSIONAL FSL-CLERICAL

OBTAINING AND WRITING
UP INFO 90
TRANSLATING 60
REVIEW, APPROVAL 15
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LIMA 11170 102301Z

TYPING 20
TOTAL - 3 HRS.05 MINUTES

NOT CONTRACTING FSO FSL-PROFESSIONAL FSL-CLERICAL

OBTAINING AND WRITING 210
UP INFO
TRANSLATING 60

REVIEW, APPROVAL 15

TYPING 20

TOTAL - 5 HRS 05 MINUTES

NOT CONTRACTING PERIOD (JULY 1-OCT 21, 1975) -48 REPORTS

X 5'5" - 244 MAN/HOURS

CONTRACTING PERIOD (OCT 21,1975-SEPT 30,1976) -QIY REPORTS

X 3'5" -573 MAN/HOURS

TOTAL FY76 - 817 MAN/HOURS

N. BASED ON ABOVE CALCULATIONS, IN FY76, 186 WTDRS WRE
CONTRACTED AND 372 MAN/HOURS WERE SAVED. AVERAGE OF 2 MAN/HOURS
SAVED PER REPORT.

O. 1) YES IN MOST CASES

2) YES

3) POST HAS EXPERIENCED OCCASIONAL PROBLEMS IN OBTAINING
INFORMATION WITHIN ESTABLISHED TIMEFRAME; THERE IS A NEED
FOR FREQUENT PRODDING.

P. IN MOST CASES, COMMERCIAL SECTION CONTACTS FIRMS DIRECTLY
TO REQUEST ADDITIONAL INFORMATION AND VERIFY ANY DOUBTFUL OR
CONFLICTING DATA CONTAINED IN D&B REPORTS. EMBASSY UTILIZES
MANY OTHER MEANS TO OBTAIN LEADS ON PTOS AND ADSS. WE DO
NOT BELIEVE CONTRACTUAL ARRANGEMENTS RESULT IN MEANINGFUL
LOSS OF PERSONAL CONTACTS.

Q. YES

R. THIS POST HAS HAD JUST OVER ONE YEAR'S EXPERIENCE WITH
CONTRACTING OUT WORK ON WTDRS. WE ARE STILL IN THE PROCESS
OF LEARNING AND ARE CONSTANTLY IMPROVING WORKING RELATIONSHIP
BETWEEN COMMERCIAL SECTION AND CONTRACTOR. THE FEW REMAINING
DEFICIENCIES SHOULD BE FULLY CORRECTED BEFORE THE END OF THE
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PAGE 04 LIMA 11170 102301Z

SECOND CONTRACTUAL YEAR.
DEAN

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NNN

Message Attributes

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Disposition Authority: n/a
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Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Margaret P. Grafeld
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EO Systematic Review
04 MAY 2006

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TAGS: BBSR, BEXP, PE
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